



Key trends & development of the IoT market – the Accenture view

Telenor IoT Gathering 2023

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Accenture Overview

738K

Accenture employees worldwide

9K

Clients served across more than 120 countries

\$64.1B

Total FY23 revenues

200+

Cities with Accenture locations and operations, across 49 countries

\$2.4B

FY23 investment spend on R&D and training

350+

Ecosystem partners and suppliers

Strategy & Consulting

We bring functional and industry expertise to unlock 360° value across your organizations

Technology

We help you use the right technology to address your most complex and critical challenges

Operations

Our strategic managed services provide insights for better decision making and crush the timeline to value

Industry X

Our team has a variety of expertise, and we help solve your biggest challenges quickly, sustainably and cost effectively

Song

We are a purpose-built group of creative masterminds delivering impactful, scalable, tech-powered ideas

Partnership is the key success factor in a solutions business

Enterprises expect end-to-end solutions



1 Partnerships are necessary, since **no one can provide the full solution independently**

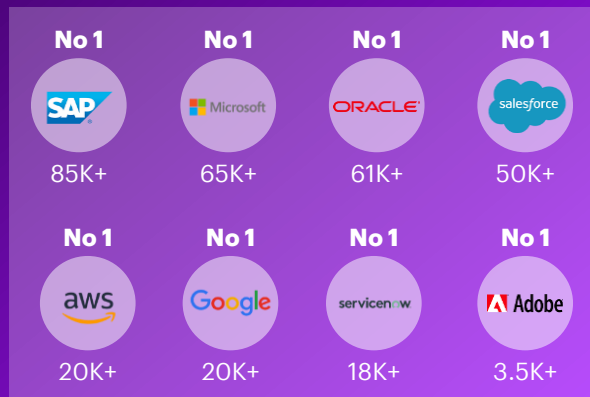
2 The ecosystem partnership **holds the industry expertise** to tailor the specific solution

3 The ecosystem partnership significantly **increases the ability to scale**

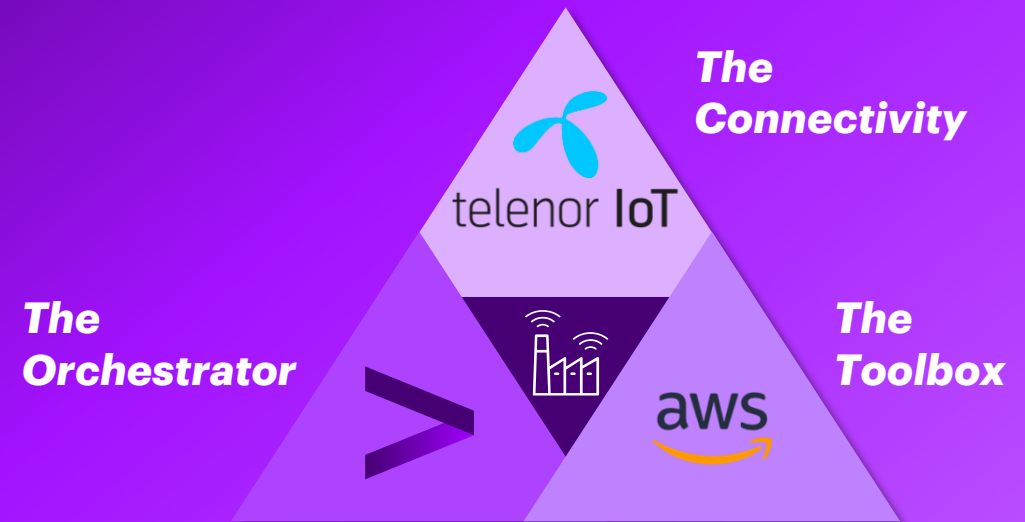
ACCENTURE'S BUSINESS IS PARTNERSHIPS

- **Accenture** has global enterprise reach, scale, industry specific know how and industrialized approach
- **Technology partners need** successful implementation of their technologies in client context – we make it happen
- **Enterprise clients** need to be assured of efficient and effective implementation and value realization

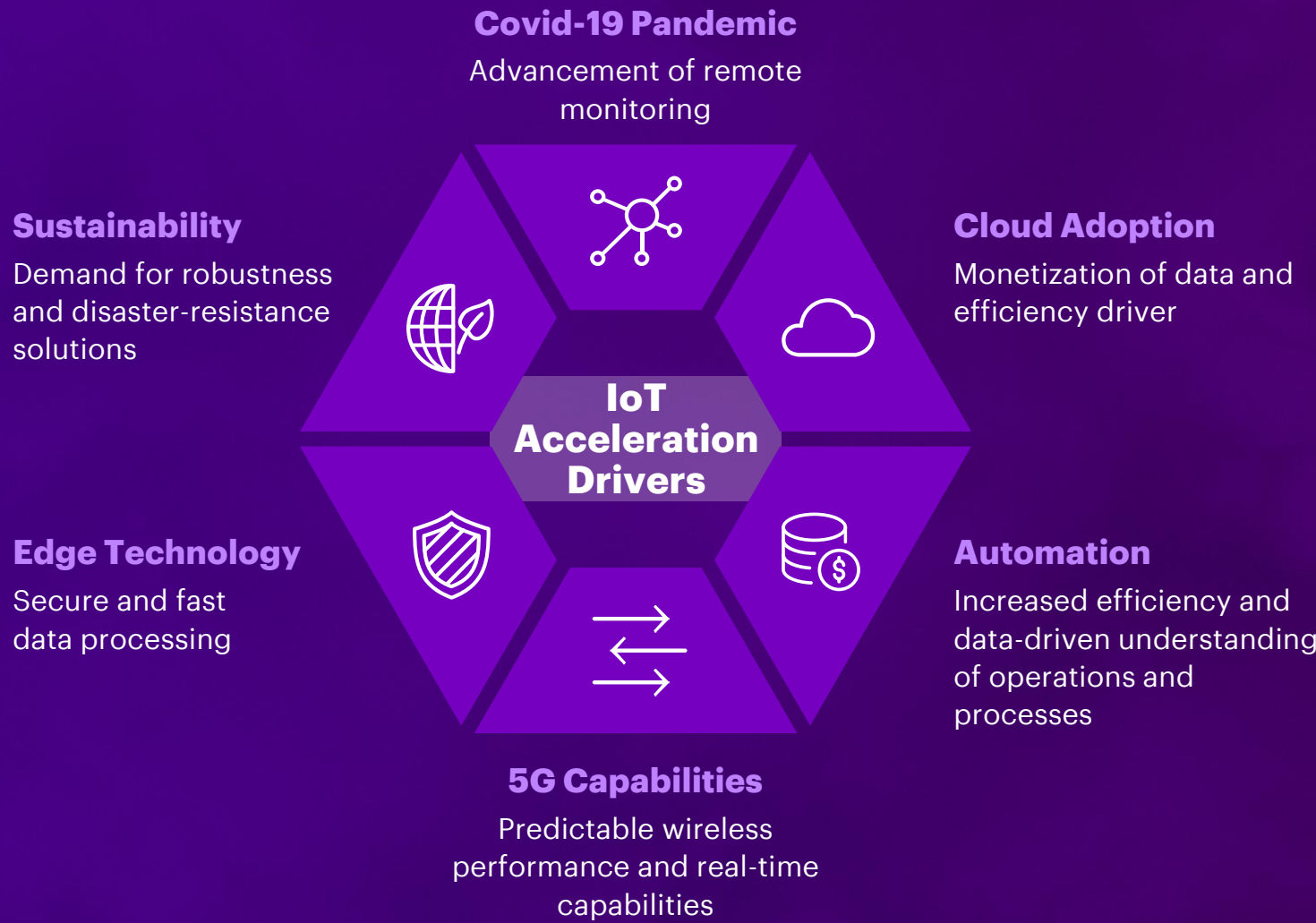
Accenture invests in partner-skilled professionals



We are all part of an ecosystem, where it's a necessity to leverage each others' expertise to support our Enterprise clients solving their challenges



The development of technology and society drives IoT growth



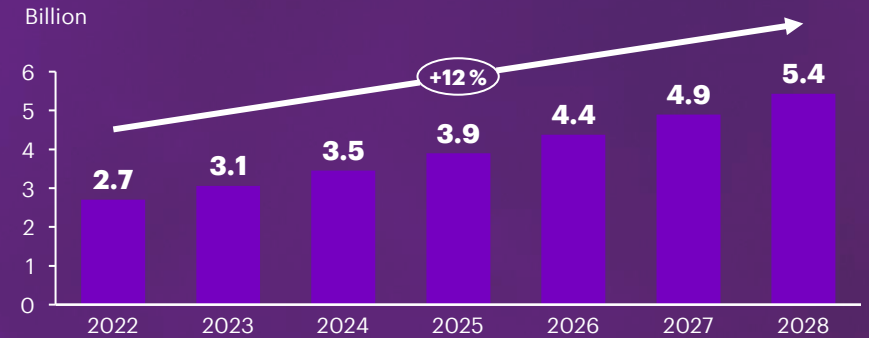
12%

CAGR – Cellular IoT Connections

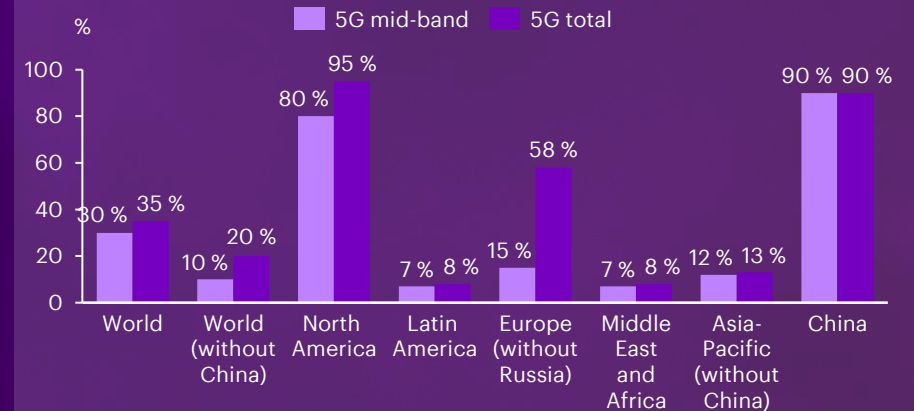
35%

of the world's population had 5G coverage in 2022

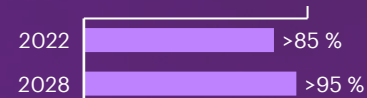
Cellular IoT Connections worldwide



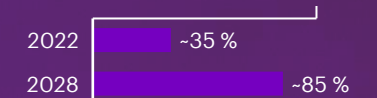
5G Population Coverage (2022)



4G Population Coverage



5G Population Coverage



Enterprises are ready to harness next generation technology



Solution Centric Enterprise

From device to solution centric approach



Convergence of IT/OT

Connectivity and processing into a secure and autonomous environment



Simplified Yet "Fit for Purpose" Enterprise NW Mgmt

Converged network management solution with reduced cost and complexity



Flexible Enterprise NW as the enabler for change

Enabler for business agility, enablement of flexible supply chains, provision secure remote computing facilities



Convergence of Enterprise NW Mgmt

Lack of products providing seamless, automated management of heterogenous enterprise networks



Connected Industry solutions

Opportunity for integrated platforms / tools allowing emerging service providers to drive industry solutions into the market

A strong digital core is fundamental to all other strategic needs of an enterprise, and consists of three layers:

- 1 An infrastructure and security layer
- 2 A data and AI layer
- 3 An applications and platforms layer

Digital Core

Accenture Total Enterprise Reinvention CxO Survey

"Do you plan to increase your investment in the following technologies over the next year?"



Source: Accenture Total Enterprise Reinvention CxO Survey fielded in November 2022. Sample size: Total 1,516



ChatGPT® is the “iPhone moment” in the history of AI

100 m
Users in first
60
days

ChatGPT® has captured the world’s attention and sparked a wave of individual creativity like never before. TikTok® and Instagram® took 9 months and 2 years, respectively, to reach this threshold.

The advances in foundation models is revolutionizing how and where enterprises can use AI.

10%
Of Fortune 500

will generate content with AI tools in 2023 (Source: Forrester)

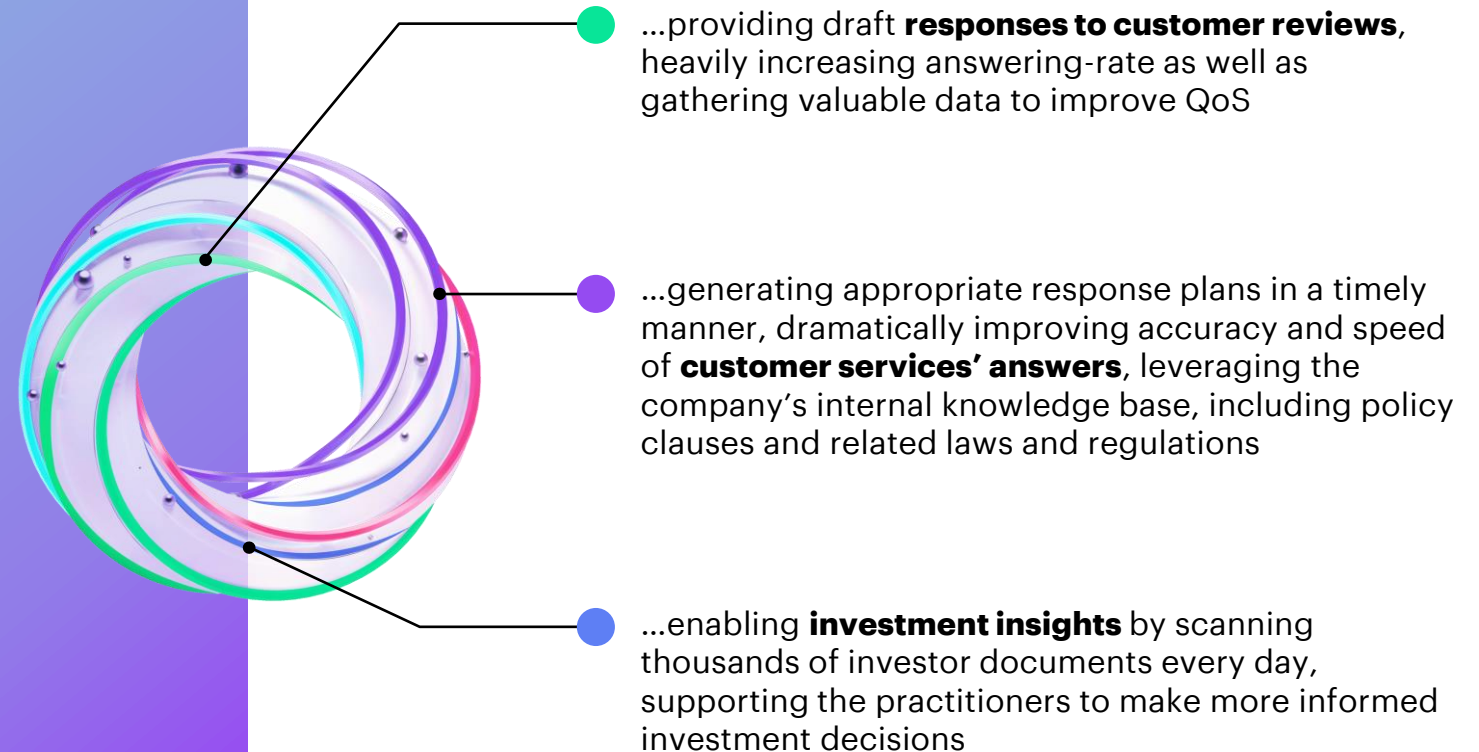
30%
of G1000

will extend investments in AI infrastructure solve the most complex problems to improve outcomes by 2026 (Source: IDC)

25%

reduction in time to care to be achieved leveraging AI in retail healthcare in 2023 (Source: Forrester)

Accenture has supported Enterprises in developing Gen AI solutions...



Innovation drives Iveco Group's vehicles

Digital factory launched to drive growth



Opportunity

- Today's customers need more than a quality vehicle – enhance sustainability, reduce TCO, support driver safety
- Iveco understood the need for adjusting their business model to support the future customer – going from selling products to selling services
- Digital services would in turn support top-line growth, improved customer reach and achieve Iveco's sustainability agenda



Approach

- Iveco Group and Accenture are collaborating on a five-year digital factory initiative, driven by Accenture's Industry X
- More than 250 people working to rapidly develop and enhance digital services through the use of advanced analytics, artificial intelligence (AI), the Internet of Things (IoT) and cloud computing



Key Outcomes

- The digital factory has contributed to the growth of Iveco Group's innovation skills, technology and processes to design, develop and deliver new digital solutions and services to its customers
- As it continues to ramp up, the speed and scale of digital service development and delivery will help Iveco Group rapidly meet new customer demands, creating new commercial opportunities and unlocking further growth



Simplifying mountains of data

Enterprise knowledge management platform through the power of generative AI



Opportunity

- Accenture is helping a major oil and gas company transform its vast quantities of complex data into an easy-to-use knowledge base
- With mountains of data, in different formats, generated everyday, there was no efficient way to access and search the data
- Making this data accessible, technicians and engineers would be able to stay on top of pipeline maintenance and repairs, through data-driven predictions and decisions



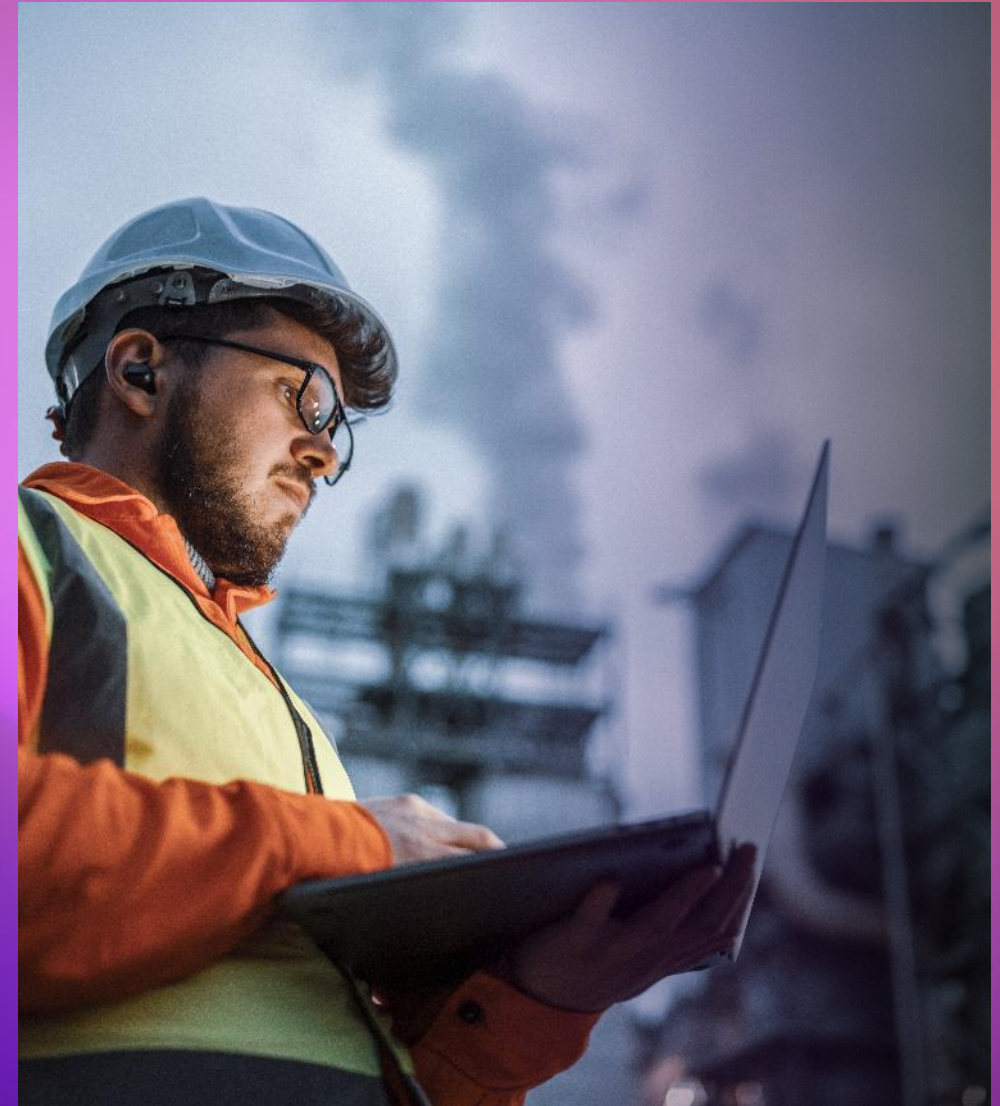
Approach

- By leveraging AI, LLM and cognitive search, Accenture is helping the company to unlock the true value of data and drive new growth
- A knowledge base incorporating more than 250k documents, with structured and unstructured information, presenting relevant information in the desired format
- A search engine was introduced, to simplify the search for important information, allowing the users to “chat” with the company’s data



Key Outcomes

- The speed at which the right information can now be accessed is helping with equipment downtime avoidance, providing instant information of historical maintenance or failure
- Onboarding of new employees is done much quicker, due to the accessibility to the right information
- Now, knowledge is searchable and discoverable with minimal effort



The technology prerequisites are in place – it's time to discover what IoT can do for your business



12%

CAGR₂₂₋₂₈ – Cellular IoT Connections

85%

5G population coverage in 2028

enabling further



Gen AI

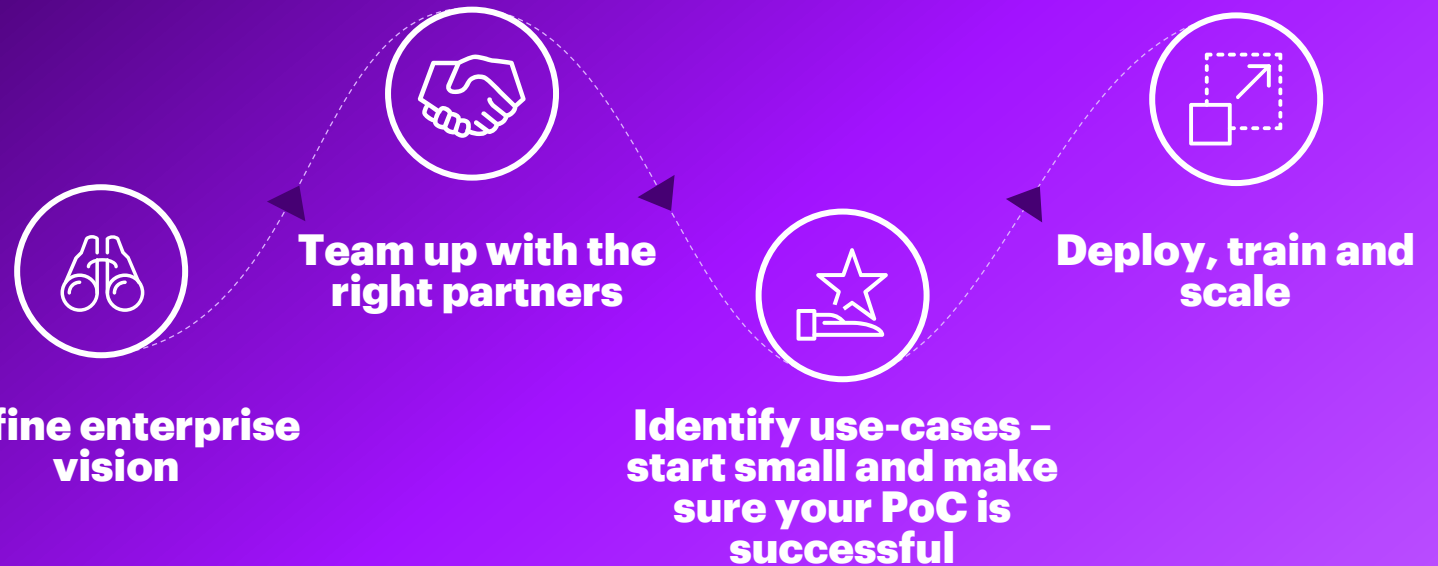


5G

best done through



The starting point must always be to identify the business challenges that need to be solved – partners and technology enabling the solutions come after





Thank you!